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September 5, 2006

SUBJECT: **Donated Foods in Food Service Management Contracts**

NSLP – 100

TO: Authorized Representatives

FR: Child and Adult Nutrition Services

This information should be shared with the person responsible for monitoring the Food Service Management Company contracts and the original should be placed in the numbered memo notebook from Child and Adult Nutrition Services. The memo is also available on the Child & Adult Nutrition Services website. Contact a Child & Adult Services staff member if there are any questions.

Questions have been raised regarding specific guidance dealing with Food Service Management Company (FSMC) contracts. In addition to 7 CFR 210.16, the following guidance that can be used as school districts write contracts with food service management companies.

Federal regulations require that FSMC assure compliance with 7 CFR 250.12 (d), which states:

1. The contract must ensure that donated foods provided by the School Food Authority (SFA) (or other recipient agency) to the food service management company must be utilized solely for the purpose of providing benefits for the school's food service; and
2. The SFA must be able to demonstrate that the full value of the donated foods is used for its benefit.

In order to meet current requirements, the district needs to include specific contract provisions to allow it to clearly demonstrate, and to document, that it received the full value of the donated foods provided to the food service management company. For example, as indicated in FNS guidance (Contracting with Food Service Management Companies —Guidance for School Food Authorities), a **fixed-price per meal** contract may specify that credits or discounts for donated foods be indicated on invoices submitted to the SFA.

Also attached, you will find a joint policy memorandum issued by the Food Distribution Division regarding accounting for donated foods in **cost-reimbursable contracts** with food service management companies.



Food Distribution National Policy Memorandum

United States
Department of
Agriculture

Food and
Nutrition
Service

3101 Park
Center Drive

Alexandria, VA
22302-1500

DATE: February 25, 2004

POLICY NO: FD-023: National School Lunch Program (NSLP)

SUBJECT: Accounting for Donated Foods in Cost-Reimbursable Contracts Between School Food Authorities and Food Service Management Companies

Federal regulations implementing the Department's domestic commodity donation program at 7 CFR 250.12(d), allow school food authorities (SFAs) and other recipient agencies to contract with food service management companies (FSMCs) to conduct their food service operations. In contracting with an FSMC, the recipient agency must ensure that the full value of donated foods is used to its benefit.

Pursuant to Federal regulations at 7 CFR 210.16(c), contracts entered into between SFAs and FSMCs may be "cost-reimbursable" contracts. Under a cost-reimbursable contract, the SFA pays the FSMC for the food costs, supplies, labor, etc., used during a billing cycle. Food costs are often determined by measuring a change in inventory, utilizing the following formula:

Beginning Inventory + Product Received – Ending Inventory = Quantity of Food Used

The quantity of food used is then multiplied by the FSMC's cost for the food item to determine the billing amount. However, a significant drawback under this method is that the SFA may be charged for donated foods provided to the FSMC, if they are inventoried with commercially purchased foods. Such charges would violate Federal regulations.

To ensure that the FSMC does not include donated foods when computing the food costs billing, the SFA must include controls in its cost-reimbursable contract for differentiating between donated foods and commercially purchased foods in the inventory records. Such controls do not necessarily require the maintenance of separate donated food inventories. Further, the contract terms must clarify the responsibility of the FSMC to ensure that its food cost billings do not include charges for donated foods. All donated foods received for the SFA during the contract period must be accounted for; SFAs may also require separate reporting by the FSMC of donated foods used during the billing cycle.

State agencies and SFAs must review all current cost-reimbursable contracts to ensure that contract provisions assure compliance with program regulations. Contracts that do

not provide this assurance must be amended accordingly. Appropriate actions to recover any erroneous charges must also be pursued.



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Food Distribution Division



Stanley C. Garnett
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